

# Utah 2007Annual Report

## DIRECTOR’S MESSAGE

What a remarkable year! It wasn't very many years ago when we marveled at doing 800 SBA loans in Utah. With the great support of our Lenders and CDCs, our Utah office guaranteed 2,990 loans in FY 2007. This represented a 39% increase from the previous year, the highest increase for all SBA district offices. The total dollar amount was \$408 million and if you include the first mortgage portion on 504 loans, the amount was \$655 million. Our total number of loans ranked us 11th in the country, which is very impressive given our business population and market size. The number of financings we did for women, minority, and veteran business owners were all time highs for this office.

During 2007, we had the honor and privilege to host Administrator Preston on his visit to Utah. Mr. Preston served as the keynote speaker at Senator Bennett’s annual rural conference. As part of his visit, meetings and events were held with the Governor, lenders, chambers, and small business owners. At the conclusion of the Administrator’s visit, he was presented with a book from the staff of the Utah District Office depicting all of the events that took place during his visit. This past year, a Regulatory Fairness roundtable was held in Salt Lake City with SBA Ombudsman Nick Owens conducting the meeting. This was an opportunity for small businesses to voice their concerns and issues about regulatory requirements and doing business with the Federal Government. We enjoyed a successful Small Business Week celebration and as part of the event, we had the pleasure to recognize two national winners: Mobi-Light as the Export Business of the Year, and Zions First National Bank as the Export Lender of the Year. We truly thank our partners for the tremendous support they continue to provide to small businesses in Utah. It was a remarkable year!

Stan Nakano

## SMALL BUSINESS AWARDS

Travis Neil Parashonts, Suh’dutsing Technologies, LLC, Small Business Person of the Year

Ross A. Johnson, Mobi-Light, Inc., Small Business Exporter of the Year

Kathryn Lynn Jensen, Ronda Jean Kingsford, English Language Center of Cache Valley, Minority Small Business Champion of the Year

Randy W. Wilkinson, Scott P. (Buck) Wilkinson, Travis Wilkinson, Wilkinson Electric Inc., Jeffrey Butland Family Business of the Year

Dr. Ruby Ann Ward, Utah State University, Home-Based Business Champion of the Year

Gordon Edward Holt, Utah Business Lending Corporation, Financial Service Champion of the Year Award

Grace Leong, The Daily Herald, Small Business Journalist of the Year

Ted J. Garcia, Bexar Incorporated, Veteran Small Business Champion of the Year

## SPECIAL RECOGNITION AWARDS

Chris Tunis, Sr. Vice President, Enterprise,

A. Scott Anderson, President and Chief Executive Officer, Zions First National Bank, Lender Recognition Award – Top Bank Lender in Utah for 7(a) and 504 Loans

Gordon R. Dames, President and Chief Executive Officer, Mountain America Credit Union, Lender Recognition Award – Top Non-bank Lender in Utah for 7(a) and 504 Loans

LOAN APPROVALS

Lender Participation	# Loans	Loan Amt (\$M)
Amegy Bank N.A.	2	\$300
America First FCU	119	\$4,103
America West Bank	11	\$5,454
American West Bank	6	\$2,330
Banco Popular North Am	28	\$14,773
Bank of America, N.A.	3	\$105
Bank of American Fork	14	\$2,119
Bank of the West	2	\$225
Bank of Utah	13	\$5,642
Beehive CU	24	\$793
Borrego Springs Bank, N.A.	1	\$816
Brighton Bank	2	\$51
Business Loan Center, LLC	2	\$1,254
Capital One Bank	3	\$90
Capital One, N.A.	52	\$2,785
Celtic Bank Corporation	42	\$11,506
Central Bank	21	\$2,657
CIT Small Bus Lending	8	3,908
Comerica Bank	4	904
Continental Bank	2	\$526
Cyprus FCU	7	\$541
D. L. Evans Bank	2	\$516
Deseret First FCU	54	\$1,925
First Community Bank	1	\$560
First National Bank of the Rockies	1	\$200
First Utah Bank	26	\$2,201
Goldenwest FCU	23	\$455
Granite FCU	13	\$794
Greater Bay Bank, N.A.	1	\$266
Jordan FCU	35	\$2,215
JP Morgan Chase Bank	168	\$10,565
Key Bank, N.A.	37	\$6,110
Mountain America FCU	604	\$23,644

Lender Participation	# Loans	Loan Amt (\$M)
Mountain West Bank	6	\$488
Mountain West Small Business Finance	229	\$130,201
Newtek Small Business Finance, Inc	3	\$2,348
Salt Lake City CU	13	\$1,015
Signature Bank	1	\$200
Silver State Bank	5	\$2,697
Southwest Community FCU	14	\$583
State Bank of Southern Utah	20	\$1,953
Sunfirst Bank	4	\$242
Superior Financial Group, LLC	1	\$5
Temecula Valley Bank	2	\$1,218
The First National Bank of Layton	3	635
The First National Bank of Morgan	1	665
The Huntington Nat'l Bank	6	2,952
The National Bank of Harvey	1	333
Tooele FCU	29	\$1,912
U.S. Bank, N.A.	75	\$5,203
University of Utah FCU	1	\$10
USU Charter FCU	3	\$2,060
Utah CDC	101	\$49,906
Wachovia SBA Lending, Inc	5	\$3,577
Washington Mutual Bank	45	\$1,575
Webbank	4	\$1,400
Wells Fargo Bank, N.A.	152	\$14,208
Zions First National Bank	935	\$72,897
TOTAL	2,990	\$408,616

LOANS BY COUNTY

County	# Loans	Loan Amt (\$M)
Beaver	5	\$240
Box Elder	58	\$7,049
Cache	119	\$14,253
Carbon	11	\$1,428
Daggett	1	\$25
Davis	229	\$29,844
Duchesne	54	\$4,196
Emery	6	\$765
Garfield	4	\$997
Grand	13	\$2,348
Iron	52	\$6,107
Juab	9	\$804
Kane	20	\$921
Millard	23	\$2,042
Morgan	9	\$802
Piute	1	\$51
Rich	10	\$816
Salt Lake	1,146	\$174,626
San Juan	5	\$679
Sanpete	31	\$3,303
Sevier	57	\$4,994
Summit	50	\$9,060
Tooele	48	\$5,830
Uintah	77	\$10,847
Utah	532	\$69,052
Wasatch	48	\$8,240
Washington	208	\$25,740
Wayne	5	\$381
Weber	159	\$23,176

SBA'S IMPACT ON UTAH'S ECONOMY

<u>7(A) Loan approvals</u>	<u>2006</u>	<u>2007</u>
Number	1,854	2,659
Amount	\$184.8M	\$227.6M
7(A)	361	374
Express, Comm & Patriot	1,493	2,285
<u>504 Loan approvals</u>	<u>2006</u>	<u>2007</u>
Number	299	331
504 Loan Amount	\$128.5M	\$181.0M
<u>TEAM Loans</u>	<u>2006</u>	<u>2007</u>
Minority-Number	171	222
Minority-Amount	\$31.2M	\$47.7M
Women-Number	318	410
Women-Amount	\$44.0M	\$40.2M
Veterans-Number	101	133
Veterans-Amount	\$16.8M	\$17.7M
Total	\$92.0M	\$105.6M
<u>8(a) Contracts Approved</u>	<u>2006</u>	<u>2007</u>
Number	277	366
Amount	\$109.1M	\$158.6M
<u>Counseling/Training</u>	<u>2006</u>	<u>2007</u>
SCORE	2,928	1,767
*SBDC	11,631	7,548
WBC	3,225	3,555
District	1,242	1,315
Total	19,026	14,185
<u>Total SBA-Utah Impact</u>	<u>2006</u>	<u>2007</u>
8(a) contracts	\$109.1M	\$158.6M
7(a) Loans	\$184.8M	\$227.6M
504 Project Amount	\$332.9M	\$428.7M
Total	\$626.8M	\$814.9M
<u>Total Loans</u>	<u>Loan Amt</u>	<u>Loan Amt</u>
7(a) Loans	\$184.8M	\$227.6M
504 Loans	\$128.5M	\$181.0M
TOTAL	\$313.3M	\$408.6M

\*FY 2007 SBDC metric changed emphasis away from short term counseling and training